



**CITY OF BUCKEYE  
COUNCIL WORKSHOP  
JULY 5, 2016  
MINUTES**

**City Council Chambers  
530 E. Monroe Ave.  
Buckeye, AZ 85326  
5:00 p.m.**

**1. Call to Order/Roll Call**

Mayor Meck called the meeting to order at 5:00 p.m.

Members Present: Councilmember Orsborn, Councilmember Heustis, Vice Mayor Hess, and Mayor Meck.

Members Absent: Councilmember McAchran and Councilmember Garza.

Departments Present: Assistant City Manager Roger Klingler, City Attorney Scott Ruby, City Clerk Lucinda Aja, Deputy City Clerk Summer Stewart, Assistant to Council Carol Conley, Finance Director Larry Price, Economic Development Director Len Becker, and Public Information Officer Bob Bushner.

**2. Greater Phoenix Economic Council (GPEC) annual update and review of Fiscal Year 2016-2017 Contract**

Staff Liaison: Len Becker, Economic Development Director

Mr. Becker opened the presentation and introduced Senior Vice President of GPEC Brad Smidt. Mr. Smidt presented Fiscal Year (FY) 2015-2016 accomplishments related to economic development impacts to the region; reviewed renewal of their contract for FY 2016-2017, scheduled for approval during the July 5, 2016 Regular Council Meeting. The mission of GPEC is to attract quality businesses to the Greater Phoenix region from around the world and to advocate and champion foundational efforts to improve the region's competitiveness. Performance metrics were displayed and include 7,703 jobs created, 244 qualified prospects, 43 assisted locates, and \$397.9 million in payroll generated. Prospect activity and prospect trends were reviewed; there are 65 advanced administrative prospects, 14 headquarter prospects, and 83 manufacturing prospects; 23 percent of prospects are from California and 39 prospects are international. The five-year trend on revenue return was discussed; it is estimated the City of Buckeye receives \$28.00 of direct revenue and \$41.00 of total revenue for every \$1.00 invested. The GPEC FY 2017-2019 Strategic Plan was presented and discussed. Mr. Smidt and Mr. Becker provided information related to return on investment expectations. Further discussion was held regarding prospect activity, including international prospect activity. Mr. Smidt provided an overview of return on investment estimates and calculation methods. GPEC was thanked for their partnership with the City and their efforts to increase economic development in the region. Mr. Becker stated the importance of increased build-to-suit opportunities for both office and industrial prospects.

**3. Council will make a motion to adjourn the meeting.**

A motion was made by Councilmember Orsborn and seconded by Vice Mayor Hess to adjourn the meeting at 5:37 p.m. Motion passed unanimously.

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Jackie A. Meck, Mayor

ATTEST:

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Lucinda J. Aja, City Clerk

I hereby certify that the foregoing minutes are a true and correct copy of the Council Workshop held on the 5<sup>th</sup> day of July, 2016. I further certify that a quorum was present.

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Lucinda J. Aja, City Clerk